

ROAD CONDITIONS IN MAINE TO-DAY

Roadmen Tell of Results of
Recent Survey in That
State.

By G. M. WELLS,
Chief Roadman, the Automobile Club of
America.

The State of Maine has made wonderful strides in improving trunk lines throughout the State, and automobiles are now being used for all purposes. There are seldom seen on the highways any longer. Every farmer has a small car which he uses to get to town with. Farmers use automobiles to carry their crops to the lakes and ponds, and salesmen travel by train and motor. The mail is delivered by automobile eight months in the year. Even small electrical companies make many towns by automobile. Motor trucks are now hauling dressed lumber from portable mills to the freight cars.

All this progress in transportation means that the highways themselves have been greatly improved. Public opinion is thoroughly alive on the question of good roads in Maine, and the last few years have seen great changes for the better.

The programme for future work on the roads covers a considerable mileage and the expenditures that have been authorized total many millions of dollars. From Portland to Bangor through the York Kennebec and Biddeford the road is all surfaced and in good condition. There is a good road from Kennebec to Bangor, also from Bangor to Portland through Old Orchard and Pine Point back to Dunstan.

The coast road between Portland and Bangor, is free from detours and 75 per cent. good, and with the exception of a few stretches which are somewhat worn and rutted is in better condition than ever before.

Many motorists use the Bucksport ferry and then run through Old Orchard and West Ellsworth to Ellsworth, which is considerably shorter, but the road surface is not as good, as there are very steep hills between Prospect and the ferry. Much better time can be made by continuing on to Bangor and then over the old telegraph road, which has been surfaced and is in excellent condition through Brewer, Green Lake and North Ellsworth to Ellsworth.

The section of the shore road from Wiscasset to Vallowood through Damascene, which has been under construction for the last three years, is now finished and open, thus eliminating the detour via Sheepscot.

How to Reach Different Points Along the Coast.

South Barre and Cundy's Harbor can be reached from Brunswick.

Booth Bay Harbor and Ocean Point from North Ellsworth, through the Cape, Bristol and Pemaquid Harbor from Damascene.

Glenmere, on Muscongus Bay, and Cape Clyde, through Thomaston, Ash Point and Owl's Head from Rockland.

Castine and Brooksville from Old Orchard. Blue Hill, Surry and East Surry from East Old Orchard.

The road from Ellsworth to Bar Harbor is in excellent condition.

From Portland to Poland Springs via Gray is in fair condition.

From Gray to Auburn and Lewiston through Danville Junction there are one or two sections under construction. The detours are short and in fair condition.

From Lewiston to Augusta the surface is quite good at present time.

Either side of the river from Augusta to Waterville may be taken, also the road from Waterville through Bangor, Pittsfield, Newport and Etna to Bangor.

Motorists going from Augusta to Quebec will find road conditions good through Waterville, Skowhegan and Bingham.

From there on to the Canadian line at Armstrong is a dirt road, quite narrow, making it necessary to drive with caution. Motorists should sound horn frequently, as cars can pass only where turns are provided.

The scenery from Augusta along the Kennebec all the way to the forks is magnificent.

From the international boundary line to Quebec there is a hard surfaced road from Quebec along the St. Lawrence to Montreal—150 miles.

Motorists can get up to Greenville Junction and Moosehead Lake without difficulty.

To reach Kineo it is necessary to take the boat from Greenville Junction.

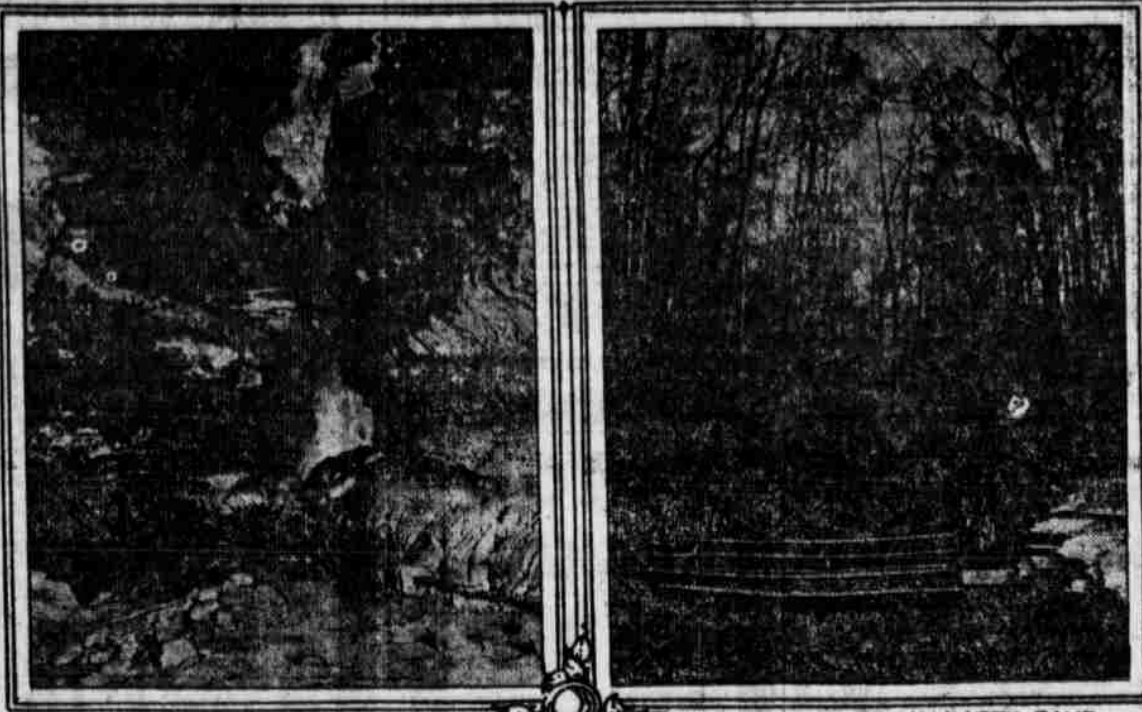
The Great Northern Paper Company has built forty miles of good gravel road from Kineo around the upper end of the lake through the Great North Woods, which is a very interesting run. Arrangements can be made at Greenville Junction to have the car taken aboard the boat and towed to Kineo.

Regrate and the Rangely Lakes are very popular with tourists motoring through Maine, and can be reached over fair roads.

From Skowhegan the best route is through Norridgewock, Mercer, New Sharon, Farmington Falls and Farmington, Phillips, Madrid to Rangely.

A fair alternate route from Skowhegan is from Norridgewock, Madison, An-

Pick Your Tour and Write to Sun for Road Map



This is the sixth of a series of automobile tours to points of geographic and historic interest prepared by the National Touring Bureau of the E. F. Goodrich Rubber Company. Roads charted on the above map are improved highways. Mammoth Cave, one of the Seven Wonders of the World, is as prominent on the itinerary of the European touring America as is the 'Old Country'. Mammoth Cave invariably surpasses the expectations of its visitors. The magnitude, beauty and natural phenomena of the cave furnish a never to be forgotten spectacle.

The cave is located in the heart of a primitive forest. It contains broad avenues, halls, domes and corridors, and vast roofs, some of which are two acres in extent. More than three hundred feet below the surface of the earth the visitor may ride on a rayless, soundless river several miles long. The above pictures show the arched roof entrance of the cave and star chamber. The latter is a huge amphitheatre whose roof resembles a starry heaven when all lights have been extinguished.

There are four routes through the Mammoth Cave, consuming from three to ten hours' time, each with features of surpassing interest. Tourists should arrange to spend two or three days at the cave. All of its wonders cannot be seen in less than a week's time.

Among the points of interest that the tourist should not fail to see are Mammoth Dome, Echo River, Giant's Coffin, Bottomless Pit, Corkscrew, Pillars of Hercules, River Styx, Martha Washington's Statue, Fat Man's Misery, Banquet Hall and Water Clock.

Ample hotel and garage facilities will be found both at the cave and at small nearby towns.

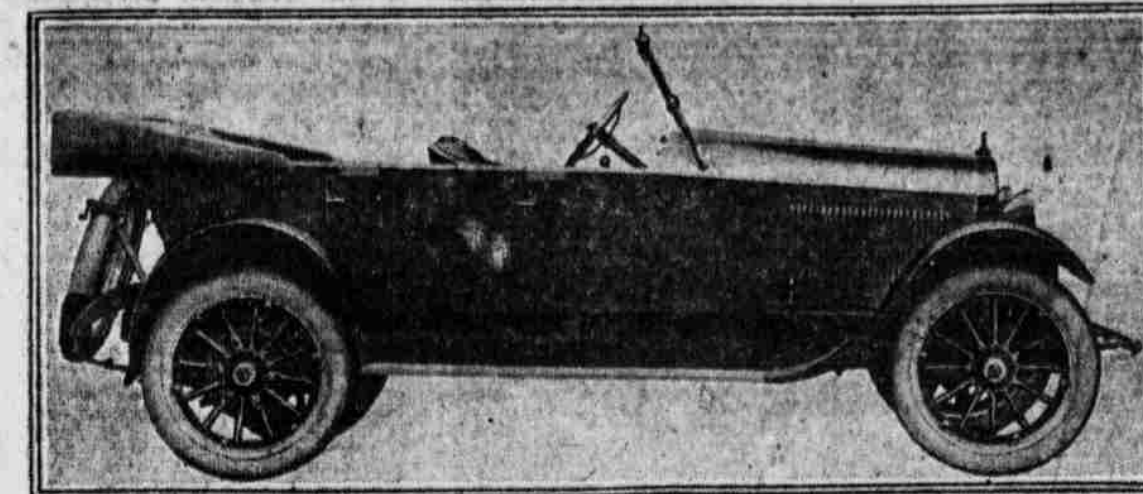
Route maps from New York to Mammoth Cave will be sent free of charge upon request to the Automobile Editor of THE SUN.

The best way to reach Calais and the Canadian line is to run from Ellsworth through Franklin, Cherryfield, Columbia Falls, Zanesboro, Machias, Whiting, Dennysville, Pembroke, then along the shore through South Robinson and Red Beach to Calais.

Motorists going to Halifax from St. John will find good gravel road for ninety miles to Moncton; also forty miles of good gravel from Moncton to Amherst.

Fair dry weather roads from Amherst to Truro, which is about ninety miles, and sixty-five miles of clay and dirt to Halifax, with some rough stretches.

New Westcott "Lighter Six" Now Here



New Westcott, Model A-38, "Lighter Six." Otto W. Heck, manager of the Westcott Motor Company, 1338 Broadway, says he is now in a position to make prompt deliveries on the new Westcott model A-38 "Lighter Six." This model comes in all body styles, opened and enclosed, and has seating capacity of from two to five passengers. These cars are on exhibition at the Westcott Broadway showrooms and also at 1625 Bedford avenue, Brooklyn.

SHIP BY TRUCK INSIGNIA ISSUED

Firestone Tire Company Distributing Buttons and Watch Fobs.

"We assure if people see the words 'Ship by Truck' often the time will come when each reader will think about the meaning, and we know that when he gives it thought he will realize something of the vast possibilities and the immediate benefits to himself of this newest method of commercial transportation."

In these words a local motor truck express operator yesterday explained the new Ship by Truck insignia he has stenciled on his trucks. The same insignia is appearing on motor trucks throughout the city and country.

"Repetition has been recognized in schools for a long time as a valuable method of education, and now it is well established even in the business world," said E. P. Jones, manager of the New York branch of the Firestone Tire and Rubber Company, yesterday. Mr. Jones also operates the local Ship by Truck bureau, in connection with the national organization maintained by the Firestone Company, for the benefit of motor truck operators and of business houses and farmers who use the truck in shipping.

"Truck manufacturers, motor truck express operators and our bureau," he continued, "are the latest to use repetition in an educational campaign. We are distributing thousands of celluloid buttons, papers of matches and watch fobs on which is shown a large truck wheel, across the face of which are the words in script, 'Ship by Truck.' The insignia will also be used in national and newspaper advertisements; it will be printed on letterheads and stenciled on the bodies and windshields of trucks and automobiles."

"The insignia is copyrighted, and its use by any trucking, individual, or firm that does not maintain the highest standards of operation will not be permitted. Every effort will be made to give it standing as the symbol of 'Good Trucking Service,' meaning service by trucks that meet the requirements of good truck manufacturing, service by trucks that are kept up to proper maintenance standards and service by trucks that are operated by drivers who observe the rules of the roads and can assume responsibility, being mindful of the trust the shippers impose in them in giving them their loads."

STEWART SERVICE FACTOR IN SALES

Finely Equipped Herriman Station Can Furnish Parts at Once.

"Gone are the days when all you needed to sell trucks was a salesroom and a glib salesman or two," says George McGee, service manager of the Herriman Motor Truck Company, Eastern Stewart distributor. "But sweet cookies, how things have changed! To-day the salesroom can almost be classed as a mere adjunct to the successful exploitation of any truck, no matter how good. What the truck buyer now wants to see before he does anything toward a purchase is a glimpse at your service station. Satisfy him first on this point and then only can you get his ear on the character of truck you are selling."

"In other words, it means a big investment to go into the truck business these days, and 50 per cent. of the investment must be applied to the service end. For instance, only a few years back I remember the average service department consisted of maybe a vice, a small work bench, a little grease and a pair of overalls. Total reliance, in fact, had to be placed on the factory for any parts or any damage a hammer couldn't fix. That meant time and dissatisfaction."

"Mr. Herriman, president of this company, was among the very first to remedy these conditions, and this immense service station is the result. Here we not only carry an immense reserve stock of all Stewart models but every part used in their construction, from the heaviest axles down to the smallest bolts, and these in large quantities. In fact we can build any size Stewart from the bottom up right here if the necessity should arise with what I believe to be the finest and most complete equipment in New York and trained factory hands capable of giving really satisfactory service."

"When we sell a Stewart truck the owner gets an absolute guarantee of receiving the finest service any company can give, and this I believe is the reason for our great success as well as handling a really fine truck."

MEANING OF TRUCK TONNAGE.

Ten Miles Per Dollar Best Basis for Rating, Says Houst.

"Because of the fact that there is no standard basis for the rating of motor truck tonnage the average person interested in trucks is at a loss to know just what a truck maker's tonnage rating really indicates," says James J. Hunt, general manager of the Hoo Motor Car Company of New York.

"We rated the Hoo, for example, at a certain capacity until we found that Hoo users habitually loaded it two or three times the specified rating and did so with perfect satisfaction and proved to us by their own upkeep figures that it could be done."

"It believes the real basis for rating a motor truck should be in terms of ten miles per dollar. Until it is known what the user's particular requirements are, the kind of materials that are to be delivered and the distance to be covered it is hard to determine whether the truck would have a capacity of one ton or more."

"Mr. Houst, president of this company, was among the very first to remedy these conditions, and this immense service station is the result. Here we not only carry an immense reserve stock of all Stewart models but every part used in their construction, from the heaviest axles down to the smallest bolts, and these in large quantities. In fact we can build any size Stewart from the bottom up right here if the necessity should arise with what I believe to be the finest and most complete equipment in New York and trained factory hands capable of giving really satisfactory service."

"When we sell a Stewart truck the owner gets an absolute guarantee of receiving the finest service any company can give, and this I believe is the reason for our great success as well as handling a really fine truck."

NEW FULTON OFFICERS.

George C. Sherman Now President of Truck Company.

To meet the requirements of its rapid growth and to expedite the increased demand for its product, the Fulton Motor Truck Company has moved its executive offices from the factory site at Farmingdale, L. I., to the new Ford Building at Fifty-fourth street and Broadway.

Coinciding with such action a number of important changes have occurred in the personnel of the Fulton Motor Truck Company. These may be briefly summarized as follows:

George C. Sherman, president of both the Universal Tobacco Machine Company and the advertising agency of Sherman & Bryan, Inc., replaces W. F. Meluhah, Jr., as president of the Fulton Motor Truck Company.

F. G. Saunders, until recently vice-president of the Army Bank in San Antonio, Tex., has been elected treasurer. Carl Page, who was formerly New York sales manager for both the White and Chalmers motor companies, has been elected vice-president in charge of sales and advertising.

W. R. Bamford, formerly of the Oldsmobile Motor Company and Hupp Motor Car Company, is in charge of production, and C. M. Kraham, formerly assistant sales manager of the Republic Truck Company, is assistant sales manager. C. M. Stribley is assistant manager of advertising.

Continuing vice-presidents are J. C. Kohn and W. S. Palmer, who is also secretary.

LEXINGTON MEN PROLIC.

Harry W. Gaston's Employees Have Merry Time at Outing.

Piloted by Harry W. Gaston, president of the Lexington Motor Company of New York, a fleet of Lexingtons, jammed to the limit with the company's employees of both the New York and Brooklyn branches, took possession of Bohm's New Dorp Beach Casino, Staten Island, last Sunday at Mr. Gaston's invitation to "go the limit" at the company's expense in recognition of services well performed.

One of the features was a baseball contest between the sales and mechanical staffs of the company's New York and Brooklyn departments, which was won by the New York nine, 21 to 6. Silverstein umpired for New York and Clark for Brooklyn.

Stearns-Knight The Sleeve Valve Motor

IMMEDIATE DELIVERIES

F. B. Stearns Company of New York
12 Central Park West
Corner of 61st Street Telephone Columbus 7600

Studebaker

THE NEW BIG-SIX

A WILLING and never-failing 60-horsepower motor drives this new Studebaker easily on high gear and without effort, at two miles an hour or a mile-a-minute.

Its 126-inch wheelbase, with perfectly balanced chassis, gives to this car riding qualities that are truly remarkable.

Cord tires and shock absorbers are standard equipment. Upholstery is genuine hand-buffed leather. Silver-faced speedometer and jeweled 8-day clock are mounted on circassian walnut-finished instrument board.

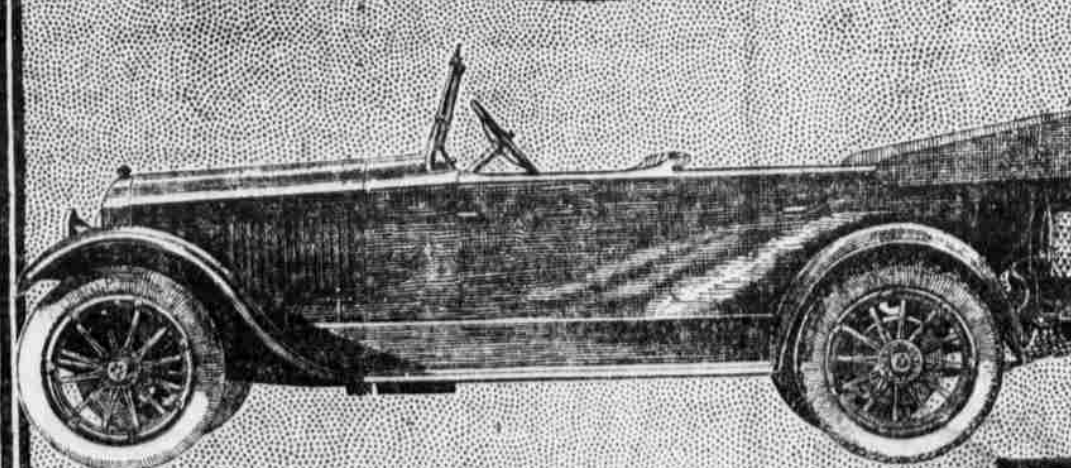
Studebaker owners in the metropolitan district will receive prompt, painstaking attention at all times—the new Service and Repair Station, 219-23 W. 77th St. assures just that.

The Studebaker Corporation of America

Broadway at 56th Street

Service and Repair Station: 219-23 W. 77th Street

"Just off Broadway"



Champion Dependable Spark Plugs

CHAMPION Spark Plugs successfully withstand the intense heat and terrific strain imposed by heavy truck, tractor and marine engines. Ask your dealer.



Champion J-16
JAS 43, Price, \$1.00

Champion Spark Plug Company, Toledo, Ohio

Distributed by
RUSSELL L. ENGS, Dist.
1801 Broadway, New York City.
ROYAL VEHICLE CORPORATION,
1546 Broadway, Brooklyn, N. Y.
WALLACE MOTOR CAR COMPANY,
224 Broad Street, Newark, N. J.

KING "8"

Two Custom-made Body Models

THE SEDANETTE, a comfortable four-passenger car built on the standard King chassis offers the convenience of a sedan with the compactness of a Roadster.

The top folds completely back; all plate glass windows may be instantly lowered, and the remaining frame work stored in an especially designed compartment at the rear of the driver's seat.

For doctors, contractors, professional men and especially for ladies, this handsome model has no superior for those desiring a small car for year-round service.

THE LIMOUSINE is a distinctive seven-passenger closed car, combining the privacy and luxury of a Limousine with the owner-driver sociability and fair-weather convertible features of a Sedan.

All windows, and the glass division at the rear of the driver's seat may be easily lowered from inside the car.

Several of these special body models are now ready for immediate delivery. To be sure of one, order at once. Only a limited number of these cars will be produced this year and orders should be placed early for seasonable delivery.

KING CAR CORPORATION OF NEW YORK
1670 BROADWAY AT FIFTY-SECOND STREET NEW YORK



"LIMOUSINE"